

CANNON BUILDING
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STATE OF DELAWARE
REAL ESTATE COMMISSION

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PUBLIC MEETING NOTICE:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, August 6, 2015 at 9:30 a.m.
PLACE:	Division of Professional Regulation 861 Silver Lake Boulevard, Cannon Building Second Floor Conference Room A Dover, Delaware
MINUTES APPROVED:	09/03/2015

MEMBERS PRESENT

Tim Riale, Sussex County, Professional Member, Chairperson, Presiding
Tom Burns, Kent County, Professional Member, Vice Chairperson
Doug Doyle, Kent County, Professional Member
Donna Klimowicz, New Castle County, Professional Member
Casey Price, Sussex County, Professional Member
Michael Rushe, Kent County, Public Member
Elaine Woerner, New Castle County, Professional Member

MEMBERS ABSENT

Barbara Brodoway, New Castle County, Public Member

DIVISION STAFF

Eileen Kelly, Deputy Attorney General
Jessica Williams, Administrative Specialist II

ALSO PRESENT

Lisa Somelofske, Delaware Association of REALTORS®
Anne Rendle, Delaware Association of REALTORS®

CALL TO ORDER

Mr. Riale called the meeting to order at 9:41 a.m.

NEW BUSINESS

Review of Course Provider Applications

Mr. Doyle moved, seconded by Ms. Price, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Course Provider: Baird, Mandalas, Brockstedt, LLC

Course Title: The New TRID Rules **Approved**

Credit Hours: 3.0

Module: 5

Course Provider: Delaware School of Real Estate

Course Title: Pre-Licensing Course **Approved**

Credit Hours: 99

Course Title: Navigating 2015 & Beyond **Approved**

Credit Hours: 3.0

Module: 6

Course Title: Navigating 2015 & Beyond **Approved**

Credit Hours: 3.0

Module: 7

Course Provider: Joseph Giordano, Esquire

Course Title: CFPB, TRID & Closing Disclosure **Denied – 3 hour minimum required for Modules**

Credit Hours: 1.0

Modules: 5 or 7

Course Provider: Kent County Association of REALTORS®

Course Title: Professional Standards in Real Estate **Approved Contingent Upon Receipt of Updated Outline**

Credit Hours: 3.0

Module: New Licensee Module 1

Course Title: The Agreement of Sale – Buyer Representation **Approved Contingent Upon Receipt of Updated Outline**

Credit Hours: 3.0

Module: New Licensee Module 2

Course Title: Real Estate Documents – Seller Representation **Approved Contingent Upon Receipt of Updated Outline**

Credit Hours: 3.0

Module: New Licensee Module 3

Course Title: Real Estate Professionalism **Approved Contingent Upon Receipt of Updated Outline**

Credit Hours: 3.0

Module: New Licensee Module 4

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Course Title: Disclosures **Approved**
Credit Hours: 3.0
Modules: 3 or 5

Course Title: Nuts and Bolts of Home Inspection **Approved for Module 6; Not Module 3 as Requested**
Credit Hours: 3.0
Module: 3

Course Provider: McKissock, LLC
Course Title: The Nuts and Bolts of Commercial Real Estate **Approved**
Credit Hours: 3.0
Module: 7

Course Title: TILA –RESPA Integrated Disclosure Rule **Approved**
Credit Hours: 3.0
Module: 7

Course Provider: Sussex County Association of REALTORS ®
Course Title: CRS 210 Building an Exceptional Customer Service Referral Business **Approved**
Credit Hours: 3.0
Modules: 6 & 7

Course Title: Price of Prosecution, Managing Broker Risk in the CFPB Era **Approved**
Credit Hours: 3.0
Modules: 5 or 7

Course Provider: The CE Shop, Inc.
Course Title: Real Estate Investors and Your Business **Approved**
Credit Hours: 3.0
Modules: 6 or 7

Course Title: Determining Value of Commercial Properties **Approved**
Credit Hours: 3.0
Modules: 6 or 7

Course Title: Commercial Landlord Representation **Approved**
Credit Hours: 3.0
Modules: 6 or 7

Course Provider: OnCourse Learning dba Career Webschool
Course Title: Short Sales and Foreclosures **Approved**
Credit Hours: 3.0
Module: 6

Review of Instructor Applications

Mr. Doyle moved, seconded by Ms. Price, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Christopher Cashman **Approved**

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Module 7 – Business Planning & Marketing; HUD Training

Pre-Licensing Course: Real Estate Sales

Broker's Course: Brokerage; Real Estate Documents; Valuing Real Property; Financing; Ethics; Real Estate Investment

Jared Conaway **Approved**

Continuing Education: Module 5 & Module 7 – CFPB; Know Before You Owe Rule; TILA/RESPA Integrated Disclosures; RESPA

Broker's Course: Legal & Governmental Aspects of Real Estate

William Ferreri **Approved**

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1-4 & 6

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course: Brokerage; Real Estate Documents; Valuing Real Property; Financing; Ethics; Legal & Governmental Aspects of Real Estate; Real Estate Investment; Mathematics

Robert Fleck **Approved**

Continuing Education: Modules 1; 3; 5; & 7 – The Nuts and Bolts of Commercial Real Estate

Jason Giles **Approved**

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Module 7 – Agent Etiquette; Business Planning; Ethics; Professional Standards; Agency; Fair Housing

Pre-Licensing Course: Orientation; Real Estate Sales

Broker's Course: Brokerage; Real Estate Documents; Valuing Real Property; Financing; Ethics; Legal & Governmental Aspects of Real Estate; Real Estate Investment

Kimberly Grim **Tabled due to Incomplete Application**

Continuing Education: Continuing Education Modules 6 & 7 – Navigating 2015 & Beyond; Guiding Homebuyers; Current Mortgage Programs and Topics

Joseph Pluscht Jr. **Approved**

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 4; Module 7 – Agent Etiquette, Business Planning

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course: Brokerage; Real Estate Documents; Valuing Real Property; Financing; Ethics; Real Estate Investment; Mathematics

Salvatore Sedita **Approved**

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Module 7 – Agent Etiquette; Business Planning

Pre-Licensing Course: Orientation; Real Estate Sales

Broker's Course: Brokerage; Real Estate Documents; Valuing Real Property; Financing; Ethics; Real Estate Investment

James Sharp **Approved**

Continuing Education: Continuing Education Module 7 – The Landlord's and Tenant's Rights and Obligations

Eugene Spoehr, Jr. **Approved**

Continuing Education: Continuing Education Module 7 – Home Construction; Home Inspection

Roger Truemper **Approved**

Continuing Education: Continuing Education Modules 1; 3; 5;& 6; Module 7 – How to Have a Smooth Settlement; Tax Implications Related to RE

Pre-Licensing Course: Real Estate Law

Broker's Course: Real Estate Documents; Legal & Governmental Aspects of Real Estate; Real Estate Investment

Matthew Ward **Approved**

Continuing Education: Continuing Education Module 5

Robert Fleck **Approved**

Continuing Education: Continuing Education Module 7 – TILA – RESPA Integrated Disclosures

Andrew Taylor **Approved**

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Module 7 – Short Sales Done Right; Contemporary Issues – Foreclosure; Contemporary Issues – RE Hot Buttons

Pre-Licensing Course: Orientation; Real Estate Law

Broker's Course: Real Estate Documents; Financing; Ethics; Legal and Governmental Aspects of Real Estate; Real Estate Investment

REVIEW OF MINUTES

Ms. Woerner moved, seconded by Ms. Klimowicz, to approve the July 2, 2015 minutes as presented. Motion unanimously carried.

NEW BUSINESS

Update from the Commission – Mr. Riale

Mr. Riale advised the Committee that the Commission approved the 10-minute time out period for online course providers, as well as the requirement of a 75% pass rate. The Commission did not accept the recommendations of limiting the number of online classes that a licensee can complete within a 24-hour period. Ms. Kelly advised the Committee that 6.3 of the Guidelines require ARELLO certification, but it does not appear that ARELLO requires a final exam. Ms. Kelly advised the Committee that the education

guidelines need to be updated and expanded to address online prelicensing courses. The Committee will begin discussing potential changes during their next regularly scheduled meeting.

Reconsideration of Omega Real Estate School Course Application for "Legislative Issues"

The Committee reviewed Omega Real Estate School's request for reconsideration for the course titled "Legislative Issues". The course provider requested that the course be approved for module 5, but it was ultimately decided that the course be approved for module 6, as it did not qualify for a module 5 course. Mr. Burns moved, seconded by Mr. Doyle, to deny the request. Motion unanimously carried.

Discussion Regarding Kent County Association of REALTORS® Course "What's the Difference Between Business Ethics and Personal Ethics Held July 16, 2015"

Ms. Williams advised the Committee that Kent County Association of REALTORS® held a course after the course had expired. She reported that Kent County Association of REALTORS® called in to the Division of Professional Regulation's customer service center the day before the class was scheduled, and was advised to hold the course, and suggested that the course provider ask that the course be made retroactive. Mr. Rushe moved, seconded by Ms. Woerner, that the July 16, 2015 course, be considered valid, and to send a letter of reprimand to the course providers, advising them of their responsibilities. Motion carried with Mr. Doyle and Mr. Burns abstaining.

Review and Consider Letters of Interest for Vacancies

The Committee reviewed three resumes for vacancies on the Committee. There is currently a Sussex County public member vacancy, and an upcoming Kent County professional member vacancy. The Committee reviewed the resumes of Debbie Oberdorf for the Kent County professional member vacancy, and resumes from Deirdre O'Shea and Denise Tatman for the Sussex County public member vacancy.

Mr. Rushe moved, seconded by Mr. Doyle, to nominate Debbie Oberdorf for appointment to the Education Committee. Motion unanimously carried.

Ms. Woerner moved, seconded by Mr. Burns, to nominated Denise Tatman for appointment to the Education Committee. Motion carried with Ms. Price, Mr. Doyle, and Mr. Riale opposing.

CORRESPONDENCE

Review Correspondence from Shirley Kalvinsky Regarding Allocation of Hours for Pre-Licensing and Broker's Courses

The Education Committee reviewed the correspondence from Shirley Kalvinsky. It was suggested that Ms. Kalvinsky attend an Education Committee meeting to further address her concerns and suggestions.

OTHER BUSINESS BEFORE THE COMMITTEE (for discussion only)

Mr. Burns suggested that the Education Committee possibly review the curriculum for the pre-licensing course and the broker's course in the future.

Ms. Williams advised that the Commission will not be holding their annual seminar this year.

Mr. Riale advised the Committee that it was Mr. Doyle's last meeting. The Committee thanked Mr. Doyle for his diligent work over the years.

PUBLIC COMMENT

There was no public comment.

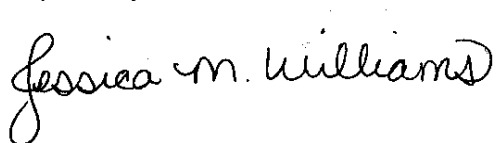
NEXT SCHEDULED MEETING

The next meeting will be held on Thursday, September 3, 2015 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

ADJOURNMENT

There being no further business, Mr. Doyle moved, seconded by Ms. Klimowicz, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 11:50 a.m.

Respectfully submitted,

A handwritten signature in black ink that reads "Jessica M. Williams". The signature is written in a cursive, flowing style.

Jessica M. Williams
Administrative Specialist II